

FIG. 1

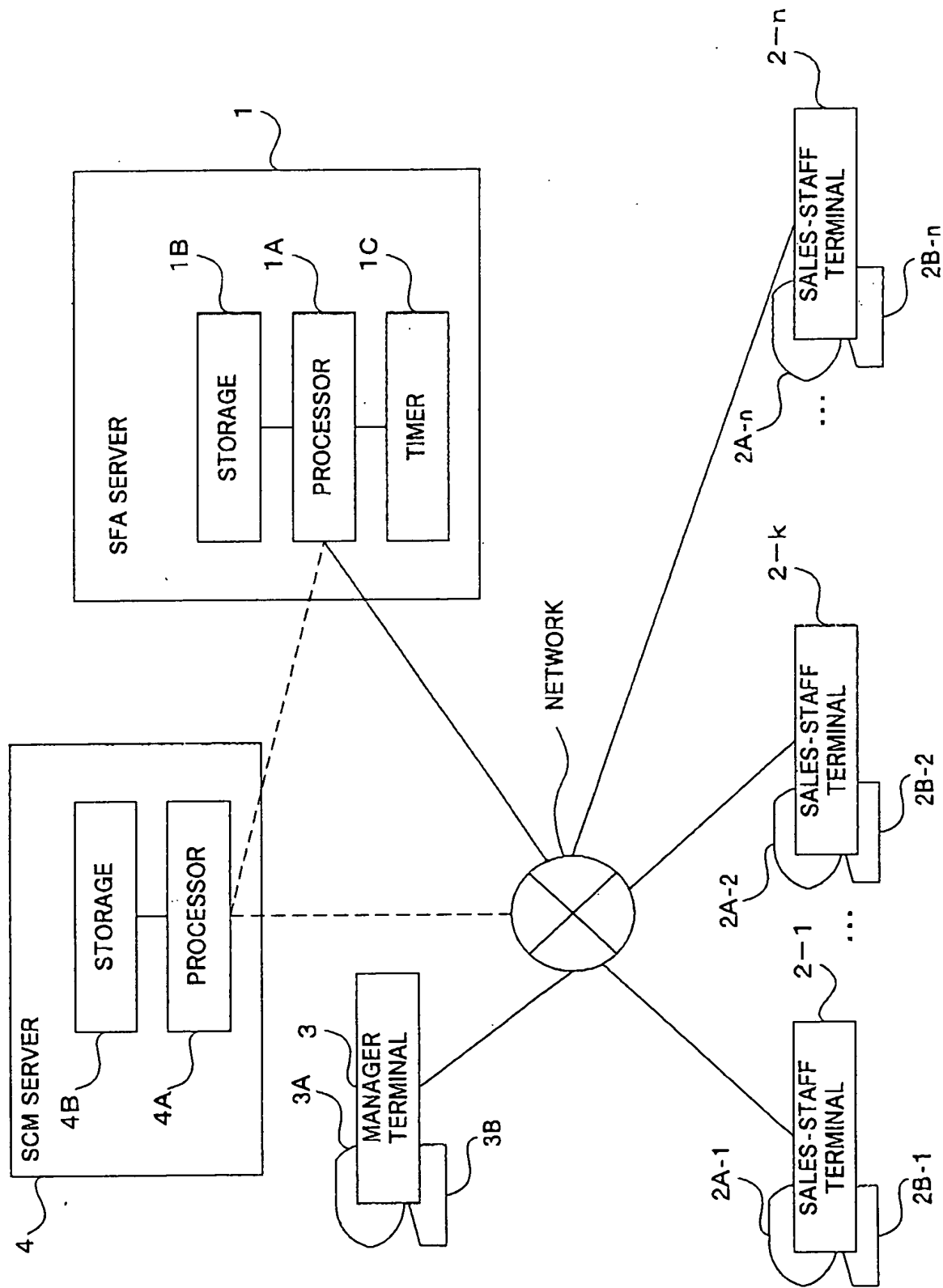
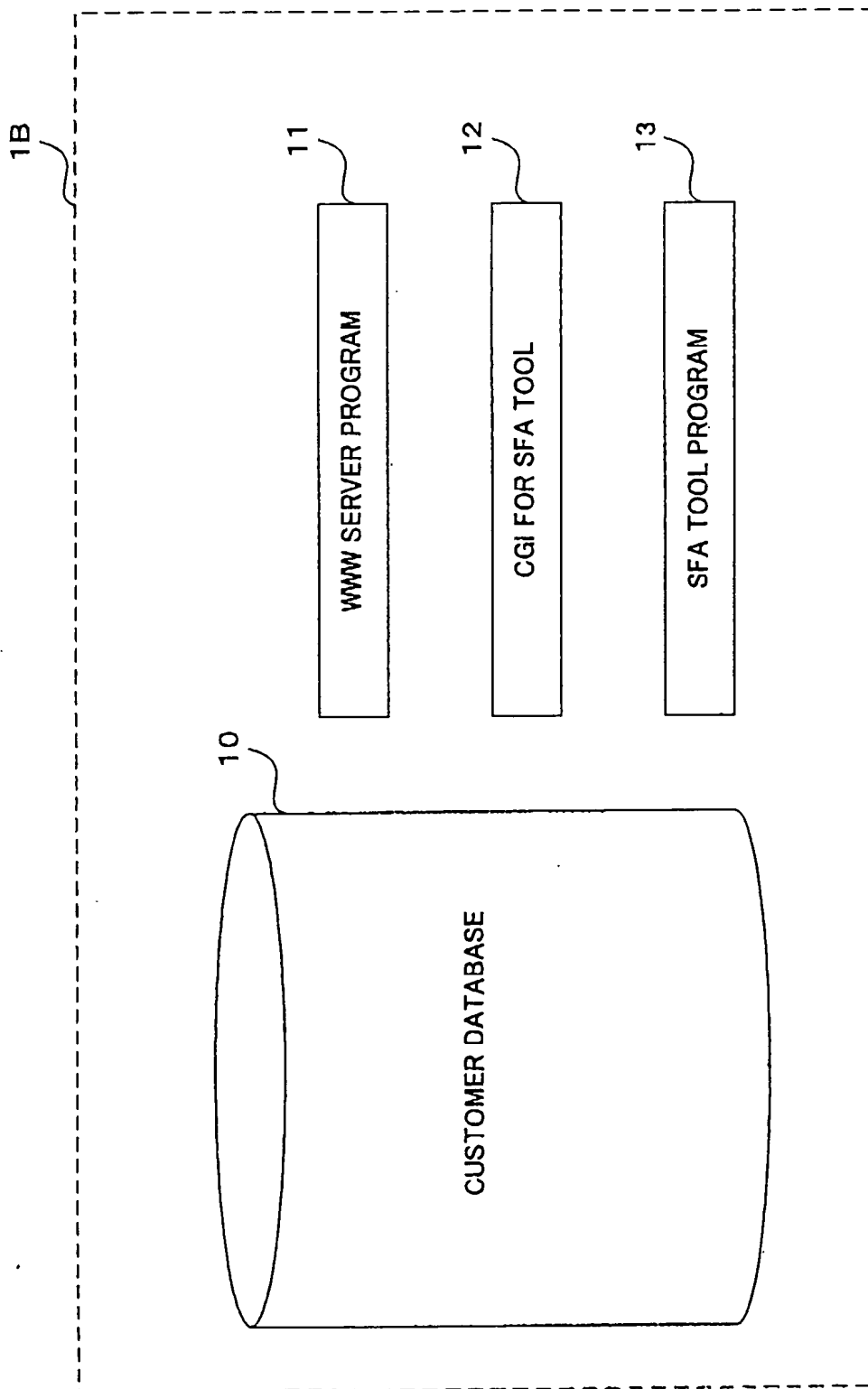
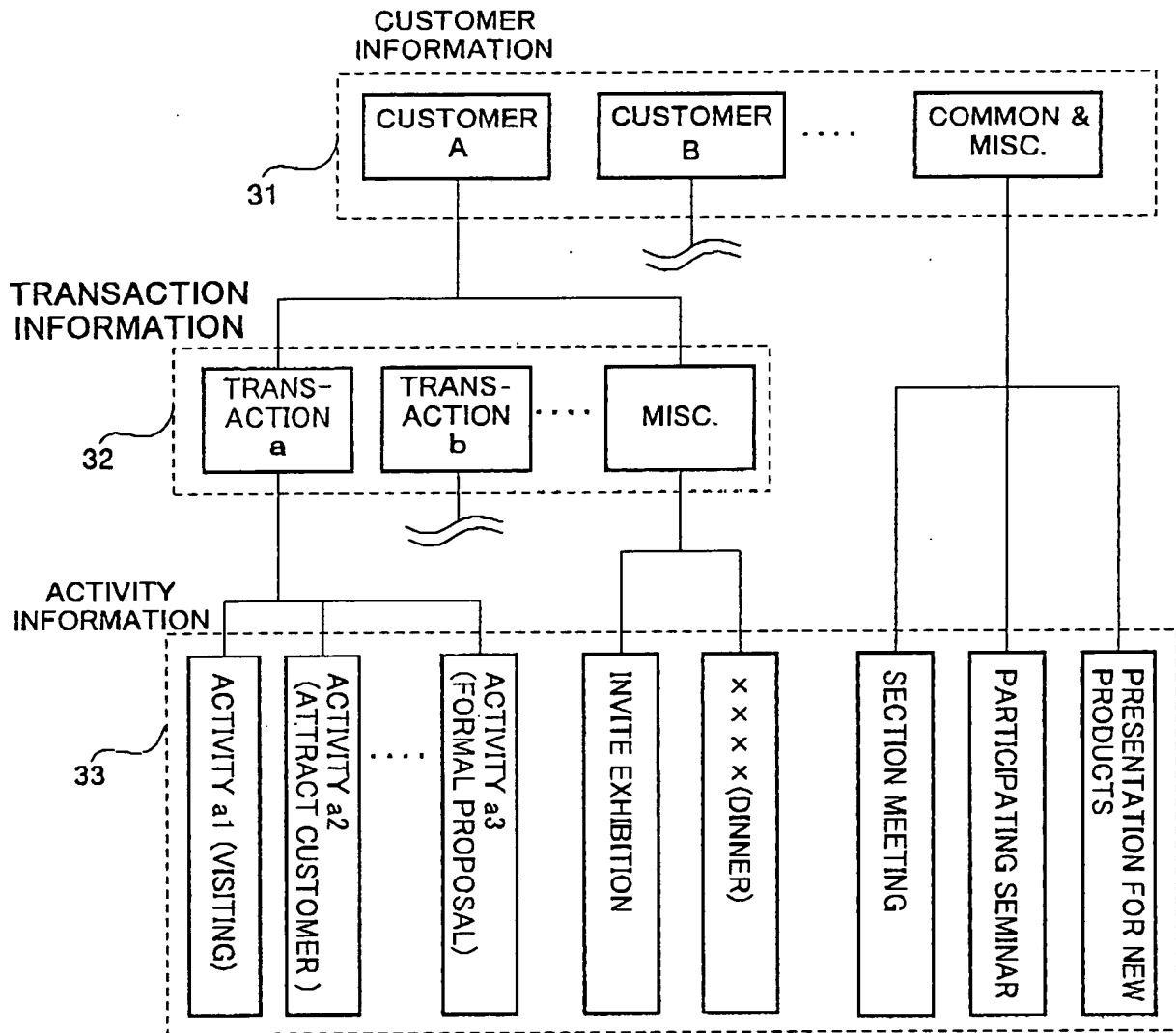


FIG. 2



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FIG. 3



33364262.032601

FIG. 4

41 42 43 44 45 46

CUSTOMER SECTION STAFF TRANSACTION ACTIVITY CALENDAR

SELECTION OF TARGET ITEM → SPECIFY TAB OF TARGET ITEM.

SELECT

NAME 47

PASSWORD 48

FIG. 5

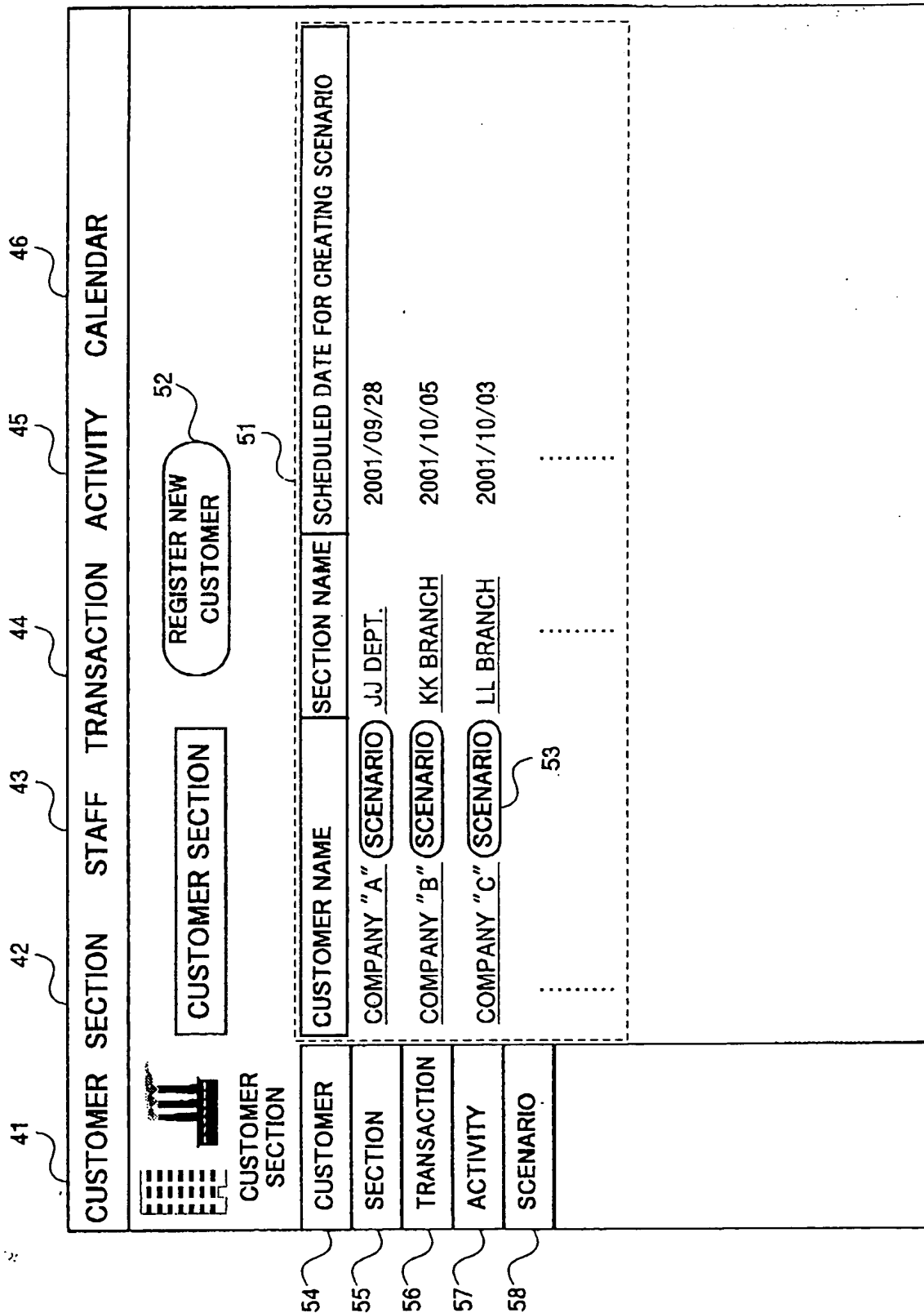


FIG. 6

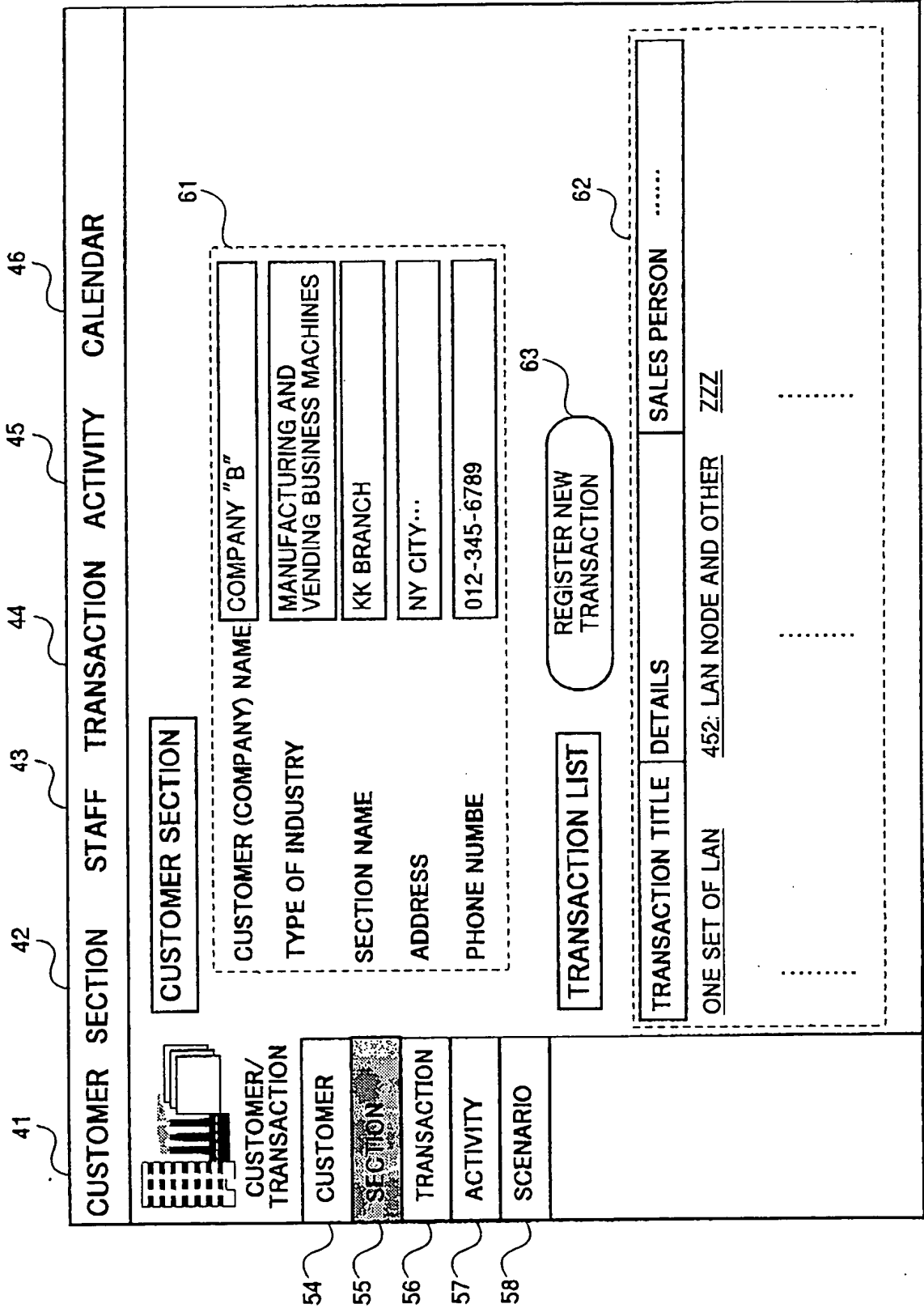


FIG. 7

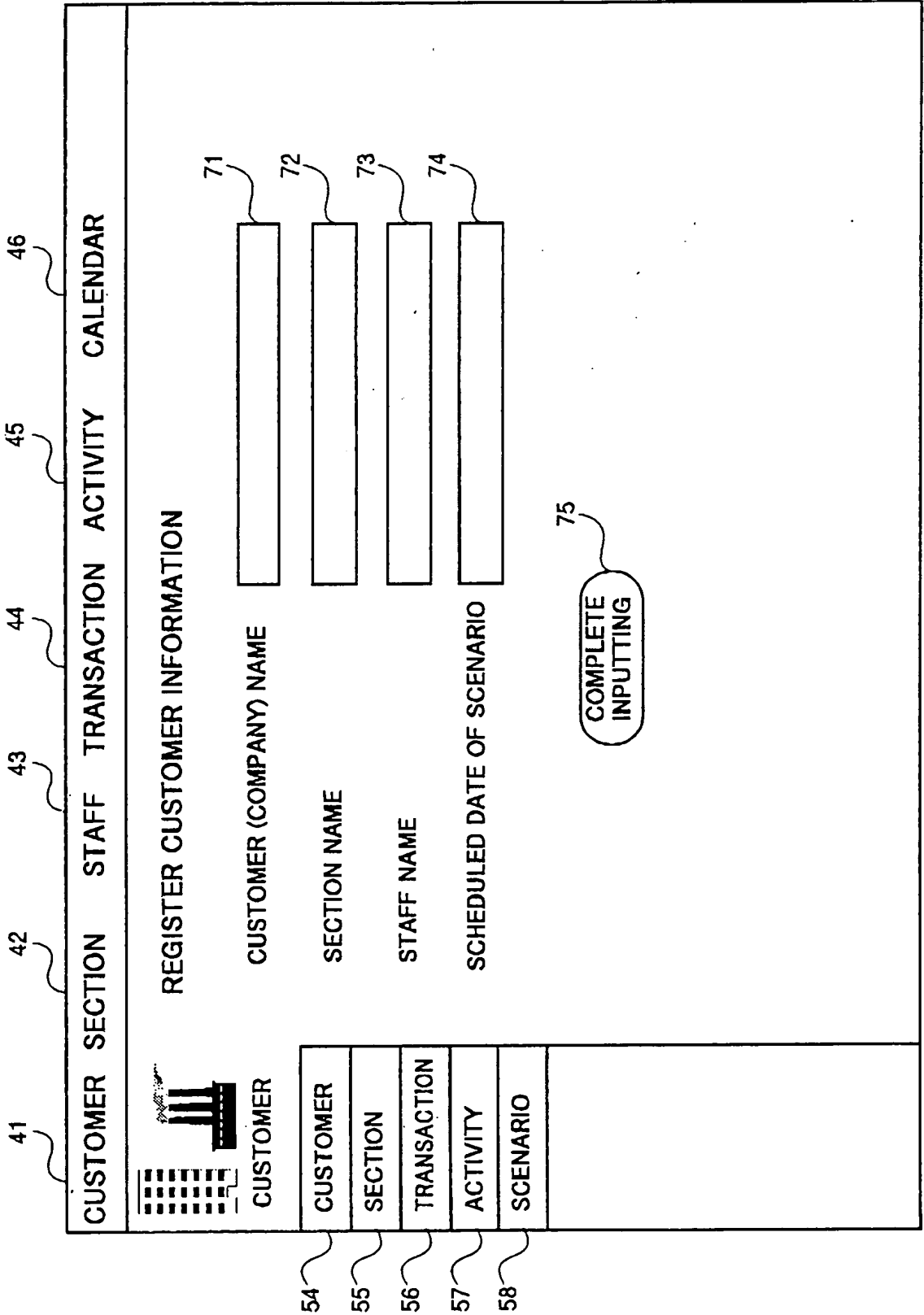



FIG. 8

41
42
43
44
45
46

CUSTOMER
SECTION
STAFF
TRANSACTION
ACTIVITY
CALENDAR



TRANSACTION


LIST OF TRANSACTIONS

REGISTER NEW TRANSACTION

CUSTOMER NAME	SECTION NAME	STAFF NAME	TRANSACTION TITLE	
COMPANY "A"	JJ DEPT.	PPP	ONE SET OF LAN	COMPETITOR
COMPANY "A"	JJ DEPT.	PPP	ONE SET OF SERVER	COMPETITOR
COMPANY "B"	KK BRANCH	QQQ	ONE SET OF LAN	COMPETITOR
COMPANY "C"	LL BRANCH	RRR	ONE SET OF SYSTEM	COMPETITOR
...	...	...	...	



FIG. 9

41	42	43	44	45	46
CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR
	<div>91</div> <div>TRANSACTION</div> <div>CUSTOMER NAME COMPANY "B"</div> <div>TRANSACTION TITLE ONE SET OF LAN</div> <div>SECTION NAME KK BRANCH</div> <div>SALES STAFF NAME ZZZ</div> <div>STAFF NAME YYY</div> <div>MATURITY STAGE 05-UNDERSTANDING NEEDS ...</div>				

84

85

FIG.10


41	42	43	44	45	46
CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR
	<div>101</div> <div>TRANSACTION</div> <div>CUSTOMER NAME</div> <div>COMPANY "B"</div> <div>TRANSACTION TITLE</div> <div>ONE SET OF LAN</div> <div>SECTION NAME</div> <div>KK BRANCH</div> <div>SALES STAFF NAME</div> <div>ZZZ</div> <div>STAFF NAME</div> <div>YYY</div> <div>MATURITY STAGE</div> <div>05-UNDERSTANDING NEEDS ...</div>				
	<div>102</div> <div>MATURITY ITEM</div> <div>MATURITY STAGE 2- MAKING RELATION</div> <div>- MAKE NEW CONTACTS WITH IMPORTANT PERSON(S) OF CUSTOMER</div> <div>- FIND OUT DECISION-MAKER IN CHARGE OF PURCHASING GOODS AND KEY- PERSON IN AUTHORITY</div> <div>- KEEP IN TOUCH WITH KEY- PERSON</div> <div>NOTE: NOTHING PARTICULARLY</div>				

FIG. 11

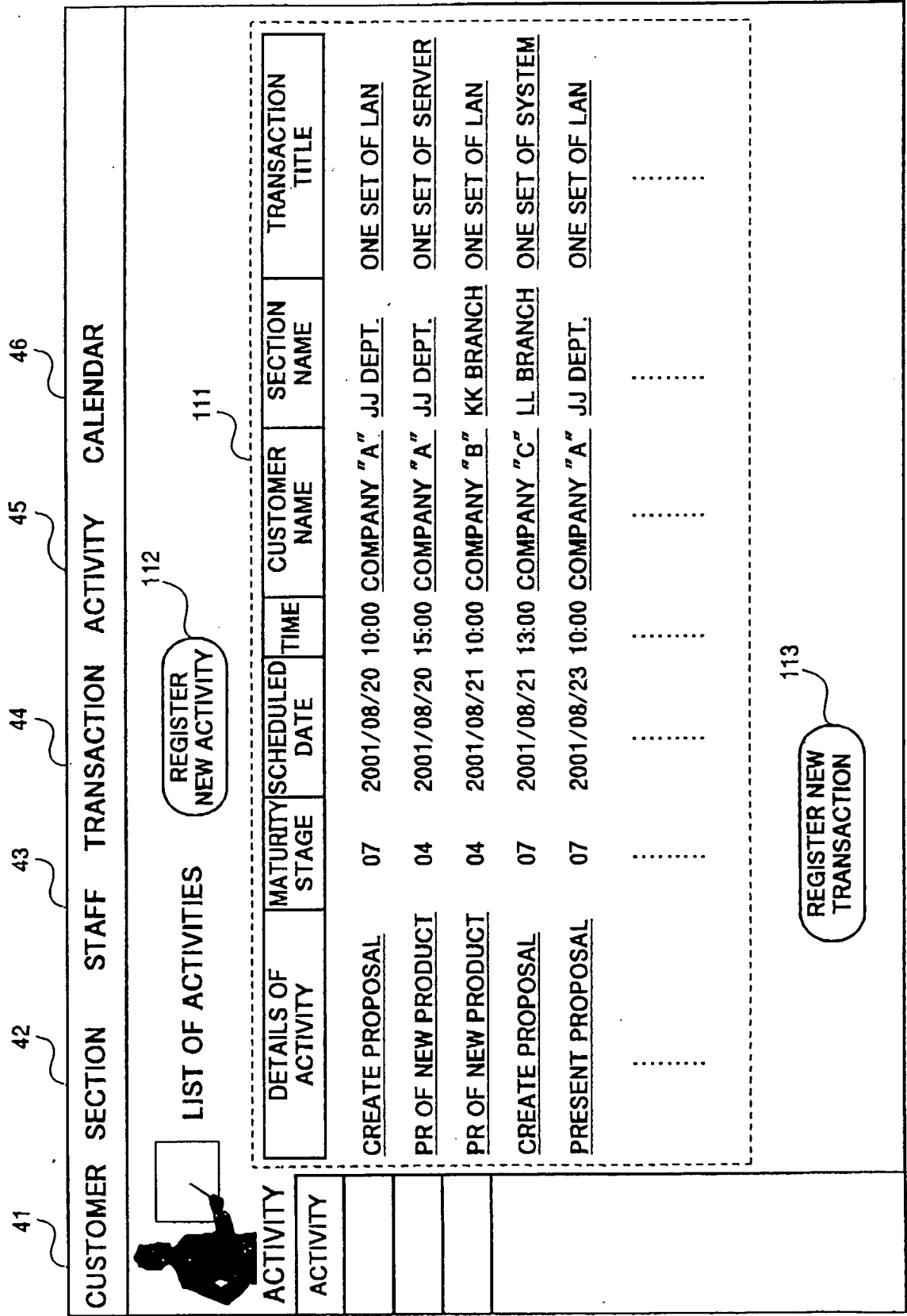


FIG.12

41

CUSTOMER

42

SECTION

43

STAFF

44

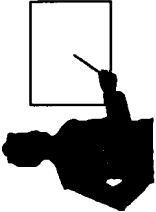
TRANSACTION

45

ACTIVITY

46

CALENDAR



REGISTRATION OF ACTIVITY

CUSTOMER INFORMATION

121

CUSTOMER NAME

122

SECTION NAME

TRANSACTION INFORMATION

123

TRANSACTION TITLE

ACTIVITY INFORMATION

124

DETAILS OF ACTIVITY

125

SCHEDULED DATE

126

MATURITY

127

COMPLETE INPUTTING

FIG. 13

41	42	43	44	45	46
CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR
<div>41</div> <div>42</div> <div>43</div> <div>44</div> <div>45</div> <div>46</div>					
REGISTRATION OF TRANSACTION					
CUSTOMER INFORMATION					
CUSTOMER NAME					
SECTION NAME					
TRANSACTION INFORMATION					
TRANSACTION TITLE					
SALES STAFF NAME					
DETAILS OF TRANSACTION					
COMPLETE INPUTTING					

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